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: MANAGEMENT, INCLUDING COLLABORATION

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DECLARATION UNDER 37 C.F.R. §1.131

Sir:

I, the undersigned Edward L. Kennedy, declare that:

1. I am an employee of Manugistics, Inc. of Rockville, Maryland, the registered owner of the above-captioned U.S. Patent application. I currently have the title of Senior Development Manager. As part of my employment duties, I was a member of the team that developed the invention claimed in the application, and I currently supervise the further developments to the product associated with the invention.
2. I was informed that U.S. Patent Publication No. 2002/0069096 to Lindoerfer ("Lindoerfer"), having a filing date of June 6, 2000, was cited in an Office Action in the above-captioned U.S. application in rejecting the claims of the above captioned application under 35 U.S.C. §102 and in combination with other references (US. No. 6,301,621 to Haverstock and 5,930,156 to Kennedy) under 35 U.S.C. §103.
3. Prior to June 6, 2000, we conceived and reduced to practice in the United States the invention claimed in the above-captioned application.

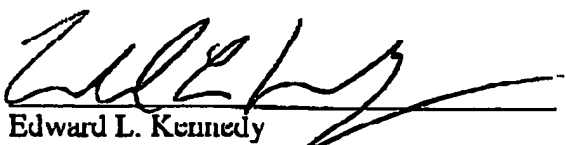
4. As evidence of the prior conception and reduction to practice, I am providing, in Attachment A, a detailed Functional Specification dated January 13, 2000 for the Manugistics product covered by the claims of the above-captioned application. Thus, the present invention was conceived on or before January 13, 2000. I note that although the document of Attachment A states that that is copyrighted in 1999, the document is expressly dated January 13, 2000 on the front page, and contains an editing log on the last page indicating that the document was last edited on January 13, 2000. At that time, the product was referred to as Networks Collaborate or Collaborate 6.1. Specifically, the prior version of the product, Collaborate 6.0 was released in November 1999, and development of the update containing the invention claimed in the present application began soon thereafter. Conception of the product implementing the present invention occurred between November 1999 release of the prior version and January 13, 2000 date of the functional specification. The prior version only allowed collaboration between two trading partners, and the invention of the present application enabled multiple trading partners to coordinate efforts. The attached functional specification of Attachment A represents a high level description of the software-implemented tool to carry out the claimed invention of the present application. This functional specification is evidence of reduction to practice of the claimed invention as it provides sufficient product detail to allow one of reasonable skill in field of computer science and supply chain management to carry out the claimed invention. Subsequent to January 13, 2000, the development team diligently continued reducing the invention to practice. Specifically, between January and May of 2000, we created and coded the software tool implementing claimed invention. Then, between May 2000 and October 2000, we tested the tool to identify and correct errors in the software. The product containing the claimed invention required extensive testing due to its nature of coordinating multiple trading partners, thereby significantly increasing the complexity and duration of the tests. A provisional application from

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which the present application claims priority was then filed on October 1, 2000, prior to the public release and sale of the product associated with the present invention. Thus, it is believed that conception and reduction to practice of the claimed invention occurred prior to the effective date of Lindoerfer. Alternatively, it is believe that conception occurred prior to the effective priority date of Lindoerfer with due diligence from prior to said date to a subsequent effective and actual reduction to practice of the claimed invention, such as the filing of the priority provisional application in October 2000.

5. In addition, outside patent counsel were notified of the invention claimed in the above referenced patent application. As evidenced by the E-mail attached in Attachment D, the documentation describing the present invention was forwarded to patent attorneys to prepare the present patent application on or before September 19, 2000. The development team worked diligently with the outside patent counsel to file the priority provisional application for above-referenced patent application on October 1, 2000.

6. I declare that all statements made herein of my own knowledge are true and that all statements made on information and belief are believed to be true; and further that these statements were made with the knowledge that willful false statements and the like so made are punishable by fine or imprisonment, or both, under Section §1001 of Title 18 of the United States Code, and that such willful false statements may jeopardize the validity if the application or any patent issuing thereon.


Edward L. Kennedy

3/7/2006
Date

ATTACHMENT A

Functional Specification - Part I
for
NetWORKS™/Collaborate
Phase I, II and III

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Note:

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1 Product Vision

1.1 Product Description

The Manugistics NetWORKS Collaborate product provides an array of features and functionality that enables supply chain trading partners to collaborate on supply chain issues, share business plans, share supply chain information, and facilitate electronic messaging within and between enterprises. This collaboration goes across all levels of the supply chain, from suppliers to manufacturers down to retailers or distributors.

NetWORKS Collaborate also enables remote enterprise users in an intra-enterprise environment to participate in the Supply Chain planning process via the Internet.

1.2 Customer Value Proposition

Manugistics NetWORKS Collaborate enables supply chain partners to rapidly respond to changing market conditions, increase visibility across the supply chain, improve operating efficiencies and increase profits by integrating more timely and more accurate information into their supply chain planning process from remote sales personnel, customers and trading partners.

Early detection and visibility of potential problem areas gives trading partners more options and less costly options for dealing with these problems thereby reducing the “bullwhip effect”. NetWORKS Collaborate provides trading partners with this early visibility by sharing supply chain time series data with remote sales personnel, customers, and trading partners. NetWORKS Collaborate provides trading partners with early detection using a user defined exception based workflow management system that automatically alerts partners that a problem or business exception exists.

Collaboration between business partners has existed for years in a variety of forms including EDI and VMI programs. The explosive growth of the internet in conjunction with tools such as NetWORKS Collaborate has provided a cost effective, scaleable method to collaborate. Consequently, all industries can reap benefits from this process in the following ways:

Industry	Enablement
Electronics and High Tech	Customer Forecast Collaboration, Simple Consensus Forecasting, Supplier Plan Collaboration, B2B Collaboration, Exception Management
Apparel, Footwear and Textiles	Customer Forecast Collaboration, Sales Forecast Collaboration, Promotions Planning Collaboration,

Industry	Enablement
	Supplier Plan Collaboration, B2B Collaboration, Exception Management
Retail	Manufacturer Forecast Collaboration, Promotions Planning Collaboration, Supplier Plan Collaboration, B2B Collaboration, Exception Management
Consumer Products	Customer Forecast Collaboration, Sales Forecast Collaboration, Promotions Planning Collaboration, Supplier Plan Collaboration, Manufacturing Collaboration, B2B Collaboration, Exception Management
Food and Beverage	Customer Forecast Collaboration, Sales Forecast Collaboration, Supplier Plan Collaboration, B2B Collaboration, Exception Management
Process (Chemical, Oil&Gas, Paper, Metals)	Customer Forecast Collaboration, Sales Forecast Collaboration, Supplier Plan Collaboration, B2B Collaboration, Exception Management
Motor Vehicles and Parts	Customer Forecast Collaboration, Sales Forecast Collaboration, Supplier Plan Collaboration, B2B Collaboration, Exception Management
Durables	Customer Forecast Collaboration, Sales Forecast Collaboration, Supplier Plan Collaboration, B2B Collaboration, Exception Management

1.3 Business Objectives

The business objectives for the Pegasus Release are to:

- ❖ Improve integrated appearance and actuality of our product set
 - leverage brand recognition with an ubiquitous VIEWpoint user experience
 - enable B2B process flows with APIs and messaging architectures

- ❖ Drive sales revenue with Client implementability and/or referenceability
- ❖ Consistency among business processes to support EHT/e-Chain solutions

1.4 Future Solution Direction

- ❖ Collaborate currently supports collaboration by importing and exporting data from other source systems. In the future, for the Manugistics suite of products, Collaborate will pull source data from the UDM for the following applications:
 - Demand – Eventually Remote Demand functionality will be rolled into the Demand product. Demand users will continue to use the Collaborate workspace for B2B Collaboration on historical data and forecast data such as statistical forecast, events, and overrides.
 - Master Planning – B2B Collaboration on Supply Plan data such as planned orders, scheduled receipts, on-hand, inventory, replenishment plans, etc.
 - Fulfillment – B2B Collaboration on Supply Plan data such as firm planned orders, scheduled receipts, on-hand, inventory, replenishment plans, etc.
 - Scheduling – B2B Collaboration on Manufacturing Plan data such as production plan, replenishment plan, etc.
 - Transport – B2B Collaboration on data such as planned shipments, in-transits, etc.
 - Strategy – B2B Collaboration on data such as optimized replenishment plans, requirements, etc.
- ❖ Collaboration and Scorecard metrics using NetWORKS ONEview
- ❖ Reach through capability from Collaborate at a Plan level to Order level detail and Purchase Planning in NetWORKS Procurement, Commit, or Master Planning
- ❖ Monitor as a universal repository for custom business rule creation, generation, alert and view capabilities for all suite applications

2 Background Information

2.1.1 Solution Overview/Workflow

NetWORKS Collaborate supports three major business process flows:

- Remote demand planning
- Hosted B2B (Inter Enterprise) Collaboration
- B2B (Inter Enterprise) Collaboration

2.1.2 Remote Demand Planning

Allows remote users from within the enterprise and outside the enterprise to view and update information related to a company's demand plan from across the internet using a browser based application. In conjunction with Demand Management, enables the following business process flows:

- **Collaboration with remote sales personnel** – basic analysis, view and update capability to forecast data to update the planning system.
- **Exception Management** – automatic alert generation to time series related user defined business exceptions.
- **Consensus Forecasting** – basic analysis of multiple forecast streams and basic calculation to develop consensus for one forecast number to supply.

2.1.3 Hosted B2B (Inter Enterprise) Collaboration

Allows buy and sell trading partners to share supply chain planning information with the host trading partner from across the internet using a browser based application. Trading partners log into the host system from a browser based application. Access to data is controlled by the host trading partner. In conjunction with the host planning systems, enables the following business process flows:

- **Promotion Planning with Retailers** – basic event management and analysis to provide data on marketing events such as promotions, deals, and new product introductions to be incorporated in the net forecast.
- **Requirements Planning with Suppliers** – basic analysis, view and update capability for supplier/manufacture requirements for make to stock operations
- **Demand Planning with Retailers** – basic analysis, view and update capability for retailer/manufacture forecast data
- **Exception Management** – automatic alert generation to time series related user defined business exceptions.

2.1.4 B2B (Inter Enterprise) Collaboration

Allows a buy or sell trading partner to share supply chain planning information with one to many trading partners across the internet, VAN or VPN; using a browser based application. In conjunction with the host planning systems, OAI and OAI/Net, enables the following business process flows:

- **Promotion Planning with Retailers** – basic event management and analysis to provide data on marketing events such as promotions, deals, and new product introductions to be incorporated in the net forecast.
- **Requirements Planning with Suppliers** – basic analysis, view and update capability for supplier/manufacture requirements for make to stock operations
- **Demand Planning with Retailers** – basic analysis, view and update capability for retailer/manufacture forecast data
- **Exception Management** – automatic alert generation to time series related user defined business exceptions.

2.2 Client Profile

The following industries and users are targeted for the near term releases of NetWORKS Collaborate.

2.2.1 Electronics and High Tech

At a high level, the Electronics and High Tech sector is divided into the following areas:

- Consumer Electronics / Electronics Retailers
- Computer Hardware, Peripherals and Components
- Data Networking
- Dot Coms
- Communication Equipment and Service Providers
- Distributors

There are several forces that are shaping the high tech business environment. They include shrinking product life cycles, precipitous margin erosion, missed opportunity to sell products when new technology is introduced to the marketplace (unmet customer demand), and excess product on hand at the end of life phase.

Leading high tech companies now recognize the impact of the supply chain on those forces and are addressing these areas by making supply chain strategy an integral part of their business model. They are creating value and expanding market presence through strategic supply chain partnerships and harnessing technology and information to reduce costs and assets while speeding delivery of products. Significant advantages of supply chain solutions in the high tech environment include:

- Better On-Time Delivery
- Shorter Order Fulfillment Time
- Less Inventory Investment
- Higher Productivity Per Employee
- Improvement in Cash-to-cash Cycle Time
- Less Spent on Material Acquisition

- Better Forecast Accuracy
- Improved Capacity Utilization

The three major strategies in the high tech environment are supply chain compression, collaboration and synchronization, and market responsiveness (at e-speed). These are all enabled by the Manugistics supply chain management solutions.

2.2.1 Sony

User Description: Customer (Circuit City, Best Buy) and Sony Dealership Collaboration – remote internal and external users log into central system to collaborate on future product requirements in a complex, supply-constrained environment.

Business Process: Hosted B2B Collaboration

System Usage: Use past demand history and planned future programs and products to forecast future product requirements. Collaborate with dealers and large customers on forecast information to create the most accurate forecast. Based on product mix availability from manufacturing facilities (for instance there are only 1,500 30 large screen televisions available to be produced in week 42), Sony attempts to maximize the level of service provided to customers and dealers. This is accomplished by determining which specific quantities of the mix to order (for instance order a quantity of 975 32 inch tube televisions, and 175 42 inch rear projection televisions, etc) so that service level is maximized.

Expectations: Sony sees benefit in using NetWORKS Supply to manage the constrained material availability and NetWORKS Collaborate to assist in developing accurate forecasts. Measuring their performance to supply chain metrics (NetWORKS ONEview) is key to their overall solution.

Considerations: Less than 10 planners, a limited number of items being planed (less than 5,000), few manufacturing sites, and approximately 50 forecast entities that would benefit from collaboration (many more are grouped into one “other” category).

2.2.2 Apparel, Footwear and Textiles

The AFT industry is slow to adopt new technology and methodologies and partially explains why this industry continues to face high forecast errors, inaccurate order promising and poor merchandise information flow throughout the supply chain. Pressure from the retail community

have prompted AFT interest in supply chain planning and the internet is to play a significant role in the AFT landscape. The textiles industry launched a collaborative initiative, Demand Activated Manufacturing Architecture (DAMA), but this project met with very limited success. CPFR has had more play, initially with Wal-Mart and Sara Lee Branded Apparel. This initiative appears to be gaining greater traction in this industry.

The major business issues within AFT are the following:

- **Extreme Seasonality**
 - Fashion seasons – fashion trend cycles are accelerating (lasting only 6 – 12 weeks)
 - Short product life cycles
 - The existence of selling and buying seasons – and its impact on manufacturing lead times
 - Prioritization based on customer, risk factor of demand (forecast v. firm)
- **SKU Proliferation by Style/Color/Size**
 - Massive count due to such attributes as size, color, fit, brand, and style
 - Great variety in classification by product (e.g. S/M/L jackets v. 32/34/36 shirts v. C/D/E shoe width)
 - Implication of cultural differences on size stratification
 - Need for attribute planning
- **Complex Supply Chain Network**
 - Multiple production sites, including third party contractors
 - Lead time impact on sourcing decisions – including not just strategic but tactical issues
 - Multi-level manufacturing of a cut/sew/finish operation – integration of jobbers & contractors
 - Batch allocation
 - Manufacturing complexity
- **Offshore Production**
 - Long lead times and their impact on life cycle functionality, service levels, and flexibility
 - Balancing of transportation and production costs with lead time and skilled labor requirements
- **Collaboration/Communication**
 - Automation – need real time feedback on machine utilization
 - Vertical integration with raw cloth plants
 - Sales channel management (wholesale/outlet/full-priced/catalog) with minimal overlap – e.g. overruns to secondary channels without tarnishing brand & while minimizing cannibalization of full retail opportunities
 - Retail consolidation and bankruptcies
- **Tax, tariff & NAFTA constraints**
 - Market planning for commodity fluctuations, e.g. cotton (apparel), leather, rubber, and vinyl/plastic (footwear)
 - Optimizing profitability in light of changing import/export regulations

2.2.1 Timberland

User Description:	Category planning for six month seasons – central and remote sales personnel plan order demand by account
Business Process:	Remote Demand Planning B2B Collaboration (future – with their large customers)
System Usage:	Use a variety of data streams (Shipments, Expected Orders, Forecasted Shipments, Statistical Forecast) to determine order demand for an account by season. User performs basic analysis to generate and modify a forecast to be fed to supply (?) Data streams include: <ul style="list-style-type: none">❑ Plan - (4 seasons at a time...ie: S99 Plan, F99 Plan, S00Plan, F00Plan)❑ Orders - (3 different kinds + Total Orders Derived Component) orders are also broken out by season. (ie: 12 different components for orders, plus derived components)❑ Shipments – 4 seasons❑ Expected Orders - at higher level of aggregation❑ Statistical Forecast from DP/EE– at higher level of aggregation❑ Forecast Shipments – at higher level of aggregation
Expectations:	Would like to replace their current in-house account planning system with Collaborate
Considerations:	Approximately 50 users, 500 products, 2000 locations (45 for pilot), 10-150 products per account = over a 1M planning items and potentially very large folders with many components (+30 components)

2.2.3 Retail

Describe the industry and its characteristics. Indicate what quadrant the industry falls in (refer to section one). – Waiting for data from Retail Industry

2.2.1 Canadian Tire

User Description:	CPFR Vendor Collaboration on weekly promotional items – CTC personnel and remote vendors collaborate on weekly promotional items
Business Process:	Hosted B2B Collaboration
System Usage:	Seventeen weeks prior to a promotion, forecast from DP/EE is imported into Collaborate for a set of planning items (product/vendor). Vendors enter

their own forecast for the same period. A consensus forecast is created as collaboration between the two and the difference is exported to DP/EE as Judgement Events or Forecast Modifications. Information is fed to supply. Process is repeated eleven weeks prior to promotion.

Expectations: Initial implementation is to be hosted by Manu.com with a transition in 6-12 months back to CTC. Initially, vendors will log into CTC's system to collaborate – futures plans to exchange data and provide import capabilities to vendors.

Considerations: Approximately 200 vendors (2 users each) logging in via the internet, plus 40 in-house users logging in via a connection to manu.com. 400 products promoted per week with approximately 15 products/vendor out of approximately 60,000 SKUs (product/vendor).

2.2.4 Consumer Products

Consumer Products has been a traditional core business focus for Manugistics with many high profile customers in this space. Consumer Products is typically highly seasonal products on regular items; a highly promotional environment with a large set of promotion types for promotional items. This environment is typically a "Make to Stock" industry.

Consequently, activity in this space is very forecast driven and requires high visibility on required buffer stocks. Traditionally, there is little visibility on customer order portfolio, ranging from 12 hours to 5 days depending on the product feature (i.e., food vs. non-food). Key features to be managed in this environment are cannibalization, promotions planning through the global supply chain (manufacturing to distributors), shelf-life (for fresh goods only). Typically, turnover increases from one year to the next is small (i.e., 4-5% or less).

The main business pain in this space is Promotion Planning. With the advent of standards such as CPFR and the rapid assimilation and enablement of the internet, business to business collaboration opportunities are usually focused around integrating the Sales and Marketing view into the forecast (Remote Demand Planning) and B2B collaboration with customers, retailers and distributors for promotional activities.

2.2.1 Bourjois-Chanel

User Description: Two companies in one with very different business concerns:

- Bourjois – non-food CPG. High promotional activity (70%+ of the business)
- Chanel – Luxury with dedicated stores. Stable demand, highly seasonal regular products, no promotions.

Business Process: Remote Demand Planning
Hosted B2B Collaboration

System Usage: Monthly collaboration on the following data streams:

- ❑ Last year historical actuals (but correct the date to make it face the current year date, this means actuals plus + 1 year of offset). Source: DP/EE
- ❑ Last year promotions activity impact. Source: DDE exported from DP/EE
- ❑ Last year forecast accuracy. Source: third party (datawarehouse)
- ❑ Regional sales forecast. Source EE.
- ❑ Local forecast override. Destination: EE (modified forecast)
- ❑ Future market intelligence. Destination:EE (judgment events)
- ❑ Difference override and regional forecast: derived component.

Many legacy systems to Manugistics Collaborate software for User defined attributes related mainly to marketing and sales information, planning data and financial data (30 UDA per planning item).

Expectations: Facilitate consensus forecasting and planning for both companies.
Incorporate Market Activity Planner functionality to external collaboration of Bourjois business (CPFR+)

Considerations: ERP: SAP R/3
30 users distributed worldwide, approximately 60,000 planning items
Currently implementing SCPO 6.0. Existing DP/EE 5.4.3 installation (old Forsys client).
Performance is a concern for this customer. Current implementation includes a 16 mb token ring network connection through a firewall.

2.2.2 Henkel Iberica

User Description: Henkel/Detergent division – Pilot site for Henkel Europe.
Currently, a Manugistics VMI install base.
Promotions represent 70% of their business

Business Process: Remote Demand Planning for consensus forecast and event planning
Hosted B2B Collaboration (CPFR Demand and Supply)

System Usage: Daily and weekly collaboration

1- Internal quarterly process
High-level process (quarterly activity): internal collaboration on key

account forecast. The goal is to determine the sales volume and plan the number of promotions to be executed plus the market share to reach in each key account (distributors). Data streams:

- ☐ Statistical forecast at distributor level at first and then at POS data (in a second project phase). Source: EE
- ☐ Override forecast. Destination: EE (planning values or objectives)
- ☐ Market share (as an explanation of the override)
- ☐ Number of promotions (be perhaps more as an attribute: TBD)

2- External collaboration (B2B, CPFR+): Event planning

Manage through a calendar the type of promotions to be executed in each supermarket. This is the process focus for the next 3 months and will drive the volume in near future. The goal is only to agree on a first date for each promotion with internal sales/operations and the distributor. The promotions type must be identified (i.e., type identified by color), the duration and the status (i.e., firm, cancelled, unfirm, proposal). The process will be to update each week, the start date and status for the next three months.

3- External Collaboration (B2B, CPFR): Collaborate on demand and supply data.

First folder (3 months visibility and only for validated promotions). Weekly bucket.

Note: ideally we need to link the qualitative information (event) to quantities. This functionality does not exist today.

- ☐ Statistical forecast. Source EE.
- ☐ Last promotion period actuals. Source EE (history).
- ☐ Override forecast. Source distributor (coming up in EE as a modified forecast).

Second folder (follow each promotion during the promotion duration). Daily bucket.

- ☐ Daily forecast (validated previous forecast split into daily buckets).
- ☐ Daily suggested replenishment (Source: DRP/Deployment with RecShip datas).
- ☐ Validated replenishment (Firm status coming back in the recship table). Validated by the distributor.
- ☐ POS (actuals bring up day by day). Coming from EDI or Excel files (depends on the distributor).
- ☐ Difference Forecast and actuals: Derived data stream.

Initial pilot is with Euroski (large distributor in Spain). Volumes: 15 items on one DC only.

Expectations: Support the CPFR concept and promotion activities. The initial pilot will

be rolled out to other distributors if the pilot is a success.

Considerations: ERP: SAP R/3 early adopter on the European market.
This is a strategic partnership opportunity for reference account activity at several large impact conferences to promote CPFR concept in Europe.

Approximately 2000 planning items on 80 distributor DC for platform level, then move to POS received on a daily basis.
Performance: To be as fast as the internet!

3 Design Goals

The following are key design goals that the development team must keep in mind as implementation decisions are made.

- Architecture should adhere to the emerging Manugistics architecture standards and support internet capabilities.
- Provide an open collaboration solution that is tightly integrated with Manugistics6 Supply Chain Planning software or can be used in conjunction with an OEM planning system software.
- Provide a solution that can be used by a wide spectrum of trading partners from a large partner with sophisticated, industrial strength in-house technologies to a small mom and pop operation with nothing more than a Web browser.
- Provide a solution that can be hosted by an APL.
- Provide a focused collaboration solution without supply chain planning functionality. All supply chain information managed in the solution will come from integration to supply chain planning systems which focus on the planning process. Design must be managed to recognize and properly slot business requirements in the proper place. Where overlap has been identified, design and implementation should include a plan for the solution to be re-used by the supply chain planning application in order to provide the same look and feel and same functionality between the two applications (i.e. Exception Manager, Consensus, Market Activity Planner).
- Solution must have high visual impact and adhere to emerging Manugistics web user interface standards.
- Use third party technologies where appropriate. Integrate these technologies in a plug-and-play manner where it makes good business and good technical sense (i.e., OAI/Net, e-mail). This gives the customer the option of choice.

- Technology and functionality must be easily expandable and scalable to accommodate large (500,000 planning items) and super-large (1M+ planning items) collaboration spaces.
- Platform (hardware and software) flexibility and scalability to accommodate large (500,000 planning items) and super-large (1M+ planning items) collaboration spaces.
- Security and trust attributes must be conducive to an internet environment and to an environment where multiple enterprises access the same application.

4 Usage Scenarios

NetWORKS Collaborate supports three major business process flows:

- Remote demand planning
- Hosted B2B (Inter Enterprise) Collaboration
- B2B (Inter Enterprise) Collaboration

5 Feature Overview

This section will include a brief overview and relative priority of each major product feature. Each feature will be described in detail in part two of the specification.

5.1 Multiple Enterprise Enablement

5.1.1 Description

Multiple Enterprise Enablement provides a number of key features that further enables B2B collaboration and hosted B2B collaboration: publish and versioning of component data and enterprise level security.

Publish of component data allows a user or process to control when a component is available for general access by promoting a component to a publish state. Hand in hand with this functionality is the ability to create versions of a component either manually or via a process. This enables the user to compare this weeks forecast numbers with the numbers generated last week. This also provides accountability and tracking when working with partners in order to determine when a partner has changed their commitment.

Enterprise level security provides another level of security to all the entities in the system. A user will be associated with an enterprise and be given access to various entities in the system based on that enterprise. There will be public level, enterprise level and user level filters. A user in general will have access to view filters defined at the public level and their respective enterprise, as well as any user level filters they create.

5.1.2 Priority (High, Medium, Low)

Overall, this feature priority is **high** due to its critical nature in enabling the hosted B2B Collaboration and B2B Collaboration business process (CPFR).

	High	Medium	Low
Revenue Generation	X		
Product Distinction		X	
Competitive Advantage		X	
Implementability	X		
Prospect Focus	X		
Current Client Focus	X		
Overall	X		

5.2 NetWORKS Monitor and Resolution Path

5.2.1 Description

The NetWORKS Monitor product enables an Enterprise to manage their supply chain by exception by providing the ability to create custom business rules based on performance indicators and enterprise specific targets. Electronic alert messaging provides notification of any business rule violations. Monitor provides a central user interface to view and resolve these critical exceptions.

NetWORKS Monitor also enables remote enterprise users in an intra-enterprise environment to participate in the Supply Chain planning process via the Internet.

NetWORKS Monitor provides a universal interface for a user to manage their supply chain exceptions. Monitor will provide the following functionality:

- user access
- business rule creation, generation and subscription
- custom e-mail alert messaging
- easy navigation from the html formatted e-mail to the Monitor interface
- graphical and tabular display of the generated business rule exceptions in a variety of ways (i.e., authoring process, exception type, exception type instance, priority, date/time of generation)
- resolution path to resolve the exception element

For all applications, a set of API's will be provided:

- to create a business rule based on process specific criteria
- to populate the Monitor exception queue with process specific exceptions
- to generate an e-mail message with process specific information
- to display process specific business rule exceptions within the common Monitor and the ability to navigate from Monitor to the appropriate application to resolve the exception

As an example, Collaborate will be the first of many applications to implement this suite wide monitor. Monitor supports both comparison and event business rules for Collaborate. An event business rule can be generated based on a change to a planning item, component, or specific user defined attribute. A comparison business rule can be generated based on the comparison of two components and a threshold value. Exceptions are generated for event rules when the event occurs. Exceptions are generated for comparison rules when the Monitor business rule process is executed. In both cases, the Monitor exception queue is populated with the exception. Alert messages are dispatched when an e-mail process is executed. Relative information to the exception is contained in the e-mail notice. The e-mail notice will include a URL address back to the Monitor interface where exceptions are organized by authoring process and business rule. Supporting information is displayed in Monitor to facilitate the resolution process and enable resolving the exception from the Monitor interface. If required, the user can navigate to Collaborate to analyze or resolve the exception.

Comment [LJC1]:
age: 17
Will this stay the same??

5.2.2 Priority (High, Medium, Low)

Overall, this feature priority is **high** due to its critical nature in enabling the hosted B2B Collaboration and B2B Collaboration business process (CPFR). In addition, this feature differentiates our product by enabling a suite-wide, web-enabled rule based exception manager and resolution path for all of the Manugistics products.

	High	Medium	Low
Revenue Generation	X		
Product Distinction	X		
Competitive Advantage	X		
Implementability	X		
Prospect Focus	X		
Current Client Focus	X		
Overall	X		

5.3 Performance Benchmark and Enhancements

5.3.1 Description

Informal benchmarking and performance tuning has been included in the 6.0.1 release. For 6.1, the 6.0.1 code base will be benchmarked by establishing a business model and measuring key business processes such as import, export, planning system interfaces, login, open folder, and navigation within the worksheet. Both performance and stress testing will be conducted. If at all possible, a customer database and business model will be used for this activity.

Results from the benchmark will establish a basis for providing sizing and tuning recommendations for pre and post sales activities. In addition, this information will be used to enhance the 6.1 code base performance. If time allows, benchmark results will be provided for the 6.1 code base as well.

5.3.2 Priority (High, Medium, Low)

Overall, this feature priority is **high** due to its critical nature in sizing the performance characteristics of a proposed solution in the RFP and pre-sales cycles as well as sizing the appropriate hardware to support the proposed solution. In addition, it is thought that the Collaboration problem space will be large especially as customers increase the number of partners participating in the collaboration.

	High	Medium	Low
Revenue Generation	X		
Product Distinction		X	
Competitive Advantage		X	
Implementability	X		
Prospect Focus	X		
Current Client Focus	X		
Overall	X		

5.4 Multiple Planning Item and Component Userview

5.4.1 Description

The current Collaborate application provides the ability to view a single planning item and multiple planning components. A user can view this information at either a detail level or at an aggregate level. Disconnected usage provides the ability to download data to MS Excel and view the planning item and component data; one planning item per worksheet.

Alternatively, many users require the ability to view multiple planning items and components in a single view to support analysis of the collaboration data. This includes the ability to use disconnected usage to view multiple planning items and components in a single MS Excel worksheet. Users require the ability to view the time series data for both the aggregate level data as well as lower level detail data in order to evaluate the contributions of the lower level to the aggregate.

In addition, in support of the remote demand process, users require the ability to manipulate aggregate level data to lower level data irrespective of an established hierarchy. This is most commonly used in support of promotions adjustment where the relationship of the products in a promotion are dynamic. This functionality is similar to the functionality provided in DP/EE's Mixed Oriented Forecast and will be addressed in the Market Activity Planner functionality detailed below (Section 5.7).

5.4.2 Priority (High, Medium, Low)

Overall, this feature priority is **medium high** due to the number of requests we receive for this capability both from prospects and current customers.

	High	Medium	Low
--	------	--------	-----

	High	Medium	Low
Revenue Generation		X	
Product Distinction		X	
Competitive Advantage		X	
Implementability	X		
Prospect Focus	X		
Current Client Focus	X		
Overall	X		

5.5 API's and Sample User Interface Code

5.5.1 Description

Collaborate provides a highly flexible user interface to support analysis associated with collaboration activities. In addition, there is a need to provide simple, highly customized, easily deployed user interfaces to provide data display, entry and simple analysis. Providing a set of server side Application Programming Interfaces (API) to the NetWORKS Collaborate architecture enables customers and consulting resources to build and deploy these custom user interfaces while providing a solution that is supportable by Manugistics product support. Sample HTML user interfaces and code will be provided that demonstrates how to use the set of documented API's.

5.5.2 Priority (High, Medium, Low)

Overall, this feature priority is **high** due to its critical nature in enabling supportable custom user interfaces and enabling the overall Manugistics solution architecture for B2B commerce.

	High	Medium	Low
Revenue Generation	X		
Product Distinction	X		
Competitive Advantage	X		
Implementability	X		
Prospect Focus	X		
Current Client Focus		X	
Overall	X		

5.6 Manugistics Plug-able Look and Feel

5.6.1 Description

It is important that the Manugistics suite of products have a common look and feel. In support of this requirement, for Java based applications, a Manugistics look and feel will be implemented as a Java plug-able look and feel (PlaF). This plug-able will be selectable from the User Options dialog windows and allow the user to select the Manugistics option from the current list of Metal, Windows, and Motif.

The Manugistics PLaF will be based on the Metal PLaF provided by Java. The color palette, character fonts, and button display and behavior will be modified to adhere to the Manugistics User Interface standard provided by the User Interface team.

5.6.2 Priority (High, Medium, Low)

Overall, this feature priority is **high** due to its critical nature in enabling a ubiquitous user experience across the Manugistics suite of products and enabling the overall Manugistics solution architecture for B2B commerce.

	High	Medium	Low
Revenue Generation	X		
Product Distinction	X		
Competitive Advantage	X		
Implementability		X	
Prospect Focus	X		
Current Client Focus	X		
Overall	X		

5.7 Market Activity Planner

5.7.1 Description

The current Collaborate product enables trading partners to collaborate on quantitative, time series data. In addition, trading partners need to collaborate on the creation, timing, and content of market activities (i.e. promotions, events). Specifically, partners need the ability to represent critical information about a market activity such as, the calendar periods and duration, the type of activity, the status, the products included in the activity, and other related data such as price and deal information.

The Market Activity Planner will be accessed as a separate userview. Users will define their market activities using visual tools to create a Gantt style chart and color-coded to represent different user defined activity types. The user will be able to define user-defined attributes for the activity to represent information such as status, price, and other deal information. The user will be able to easily add and remove products to the market activity. Products can be added either at an aggregate or detail level. Products contained within a market activity will be displayed using the Collaborate hierarchy information.

Once a market activity has been defined, the user can view this information in the Market Activity Planner userview or within Collaborate. Within Collaborate, the user will have the ability to select the color-coded market activity types they wish to see displayed with the quantitative time series information. The market activity information will be integrated with the quantitative time series data currently in Collaborate.

Both the Demand Management and Collaborate products require Market Activity functionality. It is critical that the same functionality and information provided in Collaborate be able to be provided in Demand Management with the same look and feel. This will be accomplished either through retrofitting the userview to Demand Management or by providing a set of API's to integrate Market Activity Planner with Demand Management.

5.7.2 Priority (High, Medium, Low)

Overall, this feature priority is **high** due to its critical nature in enabling a critical component of the collaborative process for B2B commerce.

	High	Medium	Low
Revenue Generation	X		
Product Distinction	X		
Competitive Advantage	X		
Implementability		X	
Prospect Focus	X		
Current Client Focus	X		
Overall	X		

5.8 Integration to NetWORKS Demand 6.1

5.8.1 Description

Key to the Collaborate architecture is a tight integration with the Manugistics suite of products. Key to enabling the Remote Demand business process is a tight integration with the Demand Management product. In the 6.1 time frame, the Demand Management product will introduce the ability to support Multiple Model Forecasting (MMF) (i.e., multiple history and forecast streams per DFU). Collaborate will provide integration to support MMF.

5.8.2 Priority (High, Medium, Low)

Overall, this feature priority is **high** due to its critical nature in enabling the Remote Demand business process and providing a ubiquitous planning solution for our customers.

	High	Medium	Low
Revenue Generation		X	
Product Distinction	X		
Competitive Advantage	X		
Implementability	X		
Prospect Focus	X		
Current Client Focus	X		
Overall	X		

5.9 OAI Building Blocks and Plug-in

5.9.1 Description

Open Application Integration is the cornerstone to integration for the Manugistics suite and enablement of the B2B commerce architecture. In order to provide ease of integration and enablement of the OAI/Net solution, Collaborate will replace all external interfaces (i.e., Import, Export, Planning System Integration and Command Line processes) with OAI building blocks. In addition, plug-ins will be developed to customize the interface to Demand, Supply and OAI/Net.

5.9.2 Priority (High, Medium, Low)

Overall, this feature priority is **medium high** due to its critical nature in enabling B2B commerce, providing a ubiquitous planning solution for our customers, and enabling the overall Manugistics solution architecture for B2B commerce.

	High	Medium	Low
Revenue Generation		X	
Product Distinction	X		
Competitive Advantage	X		
Implementability	X		
Prospect Focus		X	
Current Client Focus		X	
Overall	X		

5.10 Translation

5.10.1 Description

The current Collaborate product is internationalized and supported on international operating systems (MS NT, MS Windows, HP-UX) and supports an international character set. All releases of the product include testing and support of these features.

Translation of the application and documentation is provided as a separate feature. Current target languages for translation are: Spanish, French, German, and Japanese.

5.10.2 Priority (High, Medium, Low)

Overall, this feature priority is **medium high** due to its critical nature in enabling the overall Manugistics solution architecture for B2B commerce.

	High	Medium	Low
Revenue Generation		X	
Product Distinction	X		
Competitive Advantage		X	
Implementability	X		

	High	Medium	Low
Prospect Focus		X	
Current Client Focus		X	
Overall	X		

5.11 Share common tables in UDM

5.11.1 Description

The current Collaborate architecture consists of a separate data model to support the product feature set. In order to enable a tighter integration with the Manugistics suite, common tables in the Universal Data Model will be targeted to be shared between Collaborate and the suite. This includes information such as the DFU and SKU tables, user tables, etc. In addition, the Collaborate tables will be able to co-exist in the same tablespace or SID with the other Manugistics products.

5.11.2 Priority (High, Medium, Low)

Overall, this feature priority is **medium** due to its nature in enabling the overall Manugistics solution architecture for B2B commerce.

	High	Medium	Low
Revenue Generation		X	
Product Distinction		X	
Competitive Advantage	X		
Implementability	X		
Prospect Focus		X	
Current Client Focus		X	
Overall		X	

5.12 Enable Manufacturing Collaboration

5.12.1 Description

Enable collaboration for non time series data such as machine availability, standard run rates, production rate changes, plant shutdowns, line shutdowns, and holidays.

5.12.2 Priority (High, Medium, Low)

TBD

	High	Medium	Low
Revenue Generation			
Product Distinction			
Competitive Advantage			
Implementability			

	High	Medium	Low
Prospect Focus			
Current Client Focus			
Overall			

5.13 Product Evolution

5.13.1 Description

Product evolution is primarily driven by the product enhancement process. Enhancement requests are evaluated based on their universal appeal and added value to the maturity of the Collaborate product.

The following product enhancements will be incorporated into the product over the next three phases as time and resources permit.

Enhancement	Description	Proposed Phase
Time period to calendar mapping	Current worksheet views provide a view of data bucketed by date. Extend this model to include the ability to identify buckets by period number (i.e., 1-52 for weekly data and 1-12 for monthly data) and map those period numbers to calendar dates. This will enable a user to view last years forecast in line with this year's forecast and enable forecast performance analysis from one year to the next.	Phase I
Telescoping calendar support	Current calendar administration allows calendars to be defined with a mixture of periodicity. However, this definition is fixed in time and does not float with respect to the current plan start date. Extend this functionality to provide the ability to define a calendar with variable periodicity's with respect to the plan start date (i.e., 0-14 is daily periodicity, 14-28 is weekly, 28-84 is monthly periodicity, 84-365 is quarterly)	Phase II
Create event business rules for user defined attributes (Case 75223, Timberland)	Provide the ability to define an event business rule based on a change in value of a specific user defined attribute.	Phase I
Incorporate financial information in comparison business rule definitions	Provide the ability to define a comparison business rule that includes conversion data (i.e., currency conversion, in terms of, conversion	?

	using a user defined attribute measure).	
Incorporate derived components within a derived component definition	Provide the ability to define a derived component that includes other derived components.	Phase II
Time phased derived components	Provide the ability to generate a time phased derived component by applying a user defined attribute measure at the cell level	?
Format a single Excel worksheet for all planning items and components for Disconnected Usage (Case 71498, Nokia)	When using Disconnected Usage, be able to generate a single worksheet that includes all selected planning items and components.	Phase I
Security by user or enterprise for Filters (Issue 35566, Timberland)	Provide the ability to designate a filter as private for a particular user, for an enterprise, or cross enterprise.	Phase I
Notes at the Folder level (Issue 35636, Timberland)	Provide the ability to record information at the folder level. This information would be viewable from both the initial window as well as the worksheet view. Notes would behave in the same way as notes at the cell level; notes are appended and can not be deleted or edited. Folder level notes will have three levels of security: private for a particular user, for an enterprise, or cross enterprise.	Phase I
Consistent return codes from all command line functions	Incorporate the following return codes for all command line functions: Return codes: 0 - OK – Successful Completion 1 - Informational – Successful Completion, but there is information of interest in the log (for example no data processed) 2 - Warning - Some records (in the case of PSInterface or Import/Export) were skipped due to data errors 3 - Error - Processing aborted (with possibly some records processed).	Phase I
Representation of qualitative information in the worksheet	Incorporate color coding of cells to reflect information related to Market Activities.	Phase I

Collaborate server start as a NT service Unilever SA (Case 77494)	Ability to have Collaborate server on NT to be started as a NT service on boot up without requiring the user to log into NT.	Phase I
Expand derived component operations to include Min/Max functions Timberland (Case 75963)	Expand the definition of derived components to include the ability to apply a Min or Max operation to two or more components.	Phase I
Event business rules on specific UDA Timberland (Case 75223)	Provide the ability to define an event business rule on a change to a specific user defined attribute. The e-mail message will include data on the previous value and changed value. The user will also have the ability to turn this feature off when processing imports.	Phase I

5.13.2 Priority (High, Medium, Low)

Overall, this feature priority is **medium** due to its critical nature in evolving the product and maintaining high satisfaction with current customers.

	High	Medium	Low
Revenue Generation		X	
Product Distinction		X	
Competitive Advantage		X	
Implementability	X		
Prospect Focus		X	
Current Client Focus	X		
Overall		X	

6 Roadmap

High-level rollout strategy that describes the value proposition for each release.

Release	Value Proposition
Phase I	
Phase II	
Phase III	

This section contains the roadmap that maps the detailed product features/functions to product releases. The roadmap may be either a word table of Excel spreadsheet. The following table

contains the elements that must be contained in the table. Specification authors may add additional information, if needed.

This table is superseded by the Project Plan during the development of a specific release. Therefore, users of this document should refer to the Project Plan for a releases for the final determination of release functional content.

Feature	Planned Product Release	Reference Information
5.1 Multiple Enterprise Enablement	Phase I	FSII – Multiple Enterprise Enablement
5.2 Monitor and Resolution Path	Phase I	FSII – Monitor
5.3 Performance Benchmark and Enhancements	Phase I	FSII – 6.1 Product Evolution
5.4 Multiple Planning Item and Component Userview	Phase I	FSII – 6.1 Product Evolution
5.5 API's and sample code	Phase I	FSII – 6.1 Product Evolution
5.6 Manugistics Plug-able Look and Feel	Phase I	FSII – 6.1 Product Evolution
5.7 Market Activity Planner	Phase II	FSII – Market Activity Planner
5.8 Integration with NetWORKS Demand 6.1	Phase II	FSII – 6.1 Product Evolution
5.9 OAI Building Block and Plug-in	Phase II	FSII – OAI Integration
5.10 Translation	Phase II	FSII – 6.2 Product Evolution
5.11 Share common tables in UDM	Phase II	FSII – 6.2 Product Evolution
5.12 Enable Manufacturing Collaboration	Phase III	FSII – 6.3 Product Evolution
5.13 Product Evolution	Phase I, II, III	FSII – 6.1 Product Evolution, FSII – 6.2 Product Evolution, FSII – 6.3 Product Evolution

7 Migration

Migration considerations will be detailed in the FSII – 6.1 Product Evolution document. At a minimum, a database migration will be provided from 6.0 and 6.0.1 to the 6.1 data model. The migration will be provided as a utility to migrate data to the 6.1 model.

8 Glossary

Include in the glossary any new terms that were introduced in this functional specification.

Term	Definition
API	Advanced Programming Interface – an encapsulated interface that exposes certain functions in order to facilitate integration.
Business Rules	Pre-defined exception criteria that can either be event based (i.e., change to planning component) or comparison based (i.e., compare sell side forecast with buy side forecast).
B2B	Business to business commerce. The exchange of information between two businesses, as opposed to B2C, business to customer/consumer.
CPFR	Collaborative Planning and Forecasting and Replenishment – a committee whose mission is to improve the partnership between retailers and suppliers through co-managed processes and shared information.
Plan Start Date	A user defined value that specifies the current planning period. This date is used to establish a reference point in the system for such functions as freeze profiles and viewing data.
DFU	Demand Forecasting Unit – any value that a customer would want to plan. This data is often synonymous with SKU with the additional dimension of Item at a Location for a Channel.
Filters	A pre-defined constrained query that produces a result set of planning items. Filters are data selections.
Freeze Profile	A profile of planning components and their related freeze period in relation to the current plan start date. A freeze period is a period where the component data can no longer be edited (i.e., manufacturing lead times require that the forecast be frozen).
Hierarchy	A pre-defined set of user defined attributes that establish a hierarchy in relation to other user defined attributes in the set. For instance, a customer may wish to establish a Location hierarchy broken down by Nation, Region, State, City. This allows the user to organize and manage the data they want to work with.
HTTP	Transport protocol for the internet.
JDBC	Java Database Connectivity – Java API to interface with a database.
JNI	Java Native Interface – Java API to interface with native language, C and C++.
Planning Component	A key element of the Collaborate application, planning components represent any kind of time series data that can be time allocated into any calendar allocation. Planning components also have related notes at the time period or cell level.
Planning Folders	A key element of the Collaborate application, planning folders comprise a collection of planning items and components that are accessible by a defined set of users or groups. Planning folders provide

Term	Definition
	access security by limiting who can access the configured data.
Planning Item	A key element of the Collaborate application, planning items represent any entity that a user would want to plan on, such as DFU or SKU. A planning item can have any number of user defined attributes associated with it. A planning item is defined by at least a product and location, and any number of uniquely identifying user defined attributes.
RosettaNet	A committee whose mission is to document business processes and standards as they relate to B2B electronic commerce.
RMI	Remote Method Invocation – transport protocol between remote objects (similar to CORBA).
SKU	Stock Keeping Unit – an item level description of a product, usually the UPC symbol.
Time Series Data	A quantitative value that represents data value over a specified time. Examples of time series data is weekly forecast, monthly point of sale data, etc. The characteristics of this data are a starting date, duration and quantity.
User defined attributes	Information associated with product, location or planning item that provides additional data related to those entities. Attributes provide tremendous flexibility in defining the user's data and adding additional columns to the database to use for such things as filter definition, hierarchies and conversion values.
XML	Extensible Markup Language – a flexible representation of data that is easily read by an end user. In conjunction with third party tools, this format is conducive for transport on the internet using the http protocol.

DOCUMENT CONTROL

Change History

Content changes to this document from the previous to the current level are indicated by revision bars (|) unless a complete rewrite is indicated.

Table 1. Functional Specification - Part I Change Log			
Version/Date	Approved By	Change Description and Explanation	Draft (D) For Review/ Approval (A) For Re-Approval (R): Plan of Record change
01/13/2000	Lisa Carlin	Updated Product Evolution, Monitor sections	A
12/10/1999	Lisa Carlin	Updated Industry and Enhancement section and added a Futures section	D
12/01/1999	Lisa Carlin	Initial Version	D
Retention Information: Entries in this log must be maintained for at least 3 years. Note: If this document has been inspected, please indicate the inspection date that each version is based on in the "Change Description and Explanation" area.			

DOCUMENT APPROVAL

Approvers List

The individuals listed in this section constitute the approvers list for the Functional Specification document. Written approval must be received from all approvers prior to the initiation of the next steps in the Product Launch Process.

APPROVERS TITLES	APPROVERS NAMES
Director, Program Management	Connie Taylor
Director, Product Management	Kevin Smith

Reviewers List

The individuals listed in this section constitute the reviewers list for the Functional Specification document. Formal approval is not required from the reviewers, however, it is desirable to have all reviewers review and comment on the document. Reviewers may choose to concentrate on reviewing only those sections that are in their area of responsibility, rather than the entire document.

REVIEWERS TITLES	REVIEWERS NAMES
Engineering Program Managers (appropriate subset)	Kimberly McDaniels, Diane Gebicki
Engineering Managers (appropriate subset)	John Vrankovich, Kurt Zarefoss
PROS Product Launch Leader (or designee)	Collaboration Core Team
Field Operations Product Launch Leader (or designee)	
Manager, Product and Education Services	Mary Wise
Regional Marketing Directors	
Engineering Team Leads (appropriate subset)	Susie Martin-Cooper

END OF DOCUMENT

ATTACHMENT B



Nelson, David D.

Subject: FW: Collaborate FSIIIs

Attachments: Microsoft Word 4; Microsoft Word 4



NetWORKS60
v2.doc (2 MB)



FSI Collaborate
61v0.doc (446 ...)

-----Original Message-----

From: acomo@manu.com [mailto:acom@manu.com]

Sent: Monday, September 18, 2000 10:31 AM

To: Crowson, Celine J.

Subject: RE: Collaborate FSIIIs

Celine;

Attached is the FSI for Collaborate v 6.1 and the FSII for Collaborate v6.0. You should have the FSII for Collaborate v6.1

Anthony

(See attached file: NetWORKS60 v2.doc) (See attached file: FSI Collaborate 61v0.doc)